

Costs -- if eRate goes away, or if the Internal Connections category is changed or deleted, how can District support, sustain its current network, infrastructure, etc.? Mentoring/training - how would MIS/District staff be trained/mentored to assume contracted staff responsibilities (of course, given the # of staff we have available)? To what extent is the District technology infrastructure enhanced through this proposal? To what degree is there opportunity for District staff to use, learn, help maintain the components/equipment, etc.? What are the future benefits to the District from this project? What foundations are established through this project on which the District can build in the future? In a sentence, we are intent to plot a focused approach in the future and need to start looking at projects now that will/could develop a base from which to expand.

hope this gives you a little to go on,
Ilze

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"Judy Srail"
<jsrail@us.ibm.com>

01/07/02 10:03 AM

To: LacisI@cmsdnet.net
cc: "Rosemary Enos" <rpenos@us.ibm.com>
Subject: Re: Confirm IBM presentation - CMSD RFP responses

Good morning, Ilze,

Please confirm IBM for Friday, 1/11 from 8:30 - 10:30. I would be interested in knowing to whom we will be presenting and any areas which CMSD would like specifically highlighted. Also, where will the meeting be held? We will block off the day if there is a desire to review additional IBM RFP responses. As I indicated in our conversation, IBM is responding (has responded) to the following CMSD RFP's:

Technical Support Services (RFP # 05-0203)
Equipment to Terminate Fiber WAN (RFP # 22-0203)
Fiber Optic Cabling (RFP # 11-0203)
Internal Wiring (RFP # 17-0203)
Internet Access (RFP # 02-0203)
Multi-Point Conferencing (RFP # 21-0203)
Network Upgrade (RFP # 13-0203)
Web-Based e-mail (RFP # 08-0203)
Web-Page Development (RFP # 09-0203)
Internet Knowledge Management (RFP # 07-0203)

Wireless LAN (RFP # 15-0203)
Distance Learning (RFP #16-0203)

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LacisIl@cmsdnet.net on 01/06/2002 06:02:55 PM

To: Judy Srail/Cleveland/IBM@IBMUS, Rosemary
Enos/Charleston/IBM@IBMUS
cc: Timothy Baylor/Cleveland/IBM@IBMUS
Subject: Confirm presentation

Judy and Rosemary:

This is to confirm Friday, January 11 for IBMs presentation of
RFP#05-0203
"Technical Support" from 8:30 a.m. to 10:30 a.m..

I am keeping the rest of the day clear for any other RFPs that
the Eval.
Cmte. will wish to see from IBM . However, I wanted to start the
day early
and I hope that's ok with your schedules.

Thanks, Ilze

PS -- The eval cmte will meet late Monday to evaluate the next
group of
RFPs that have come in. I should have an answer by early morning
on Tuesday
for you.

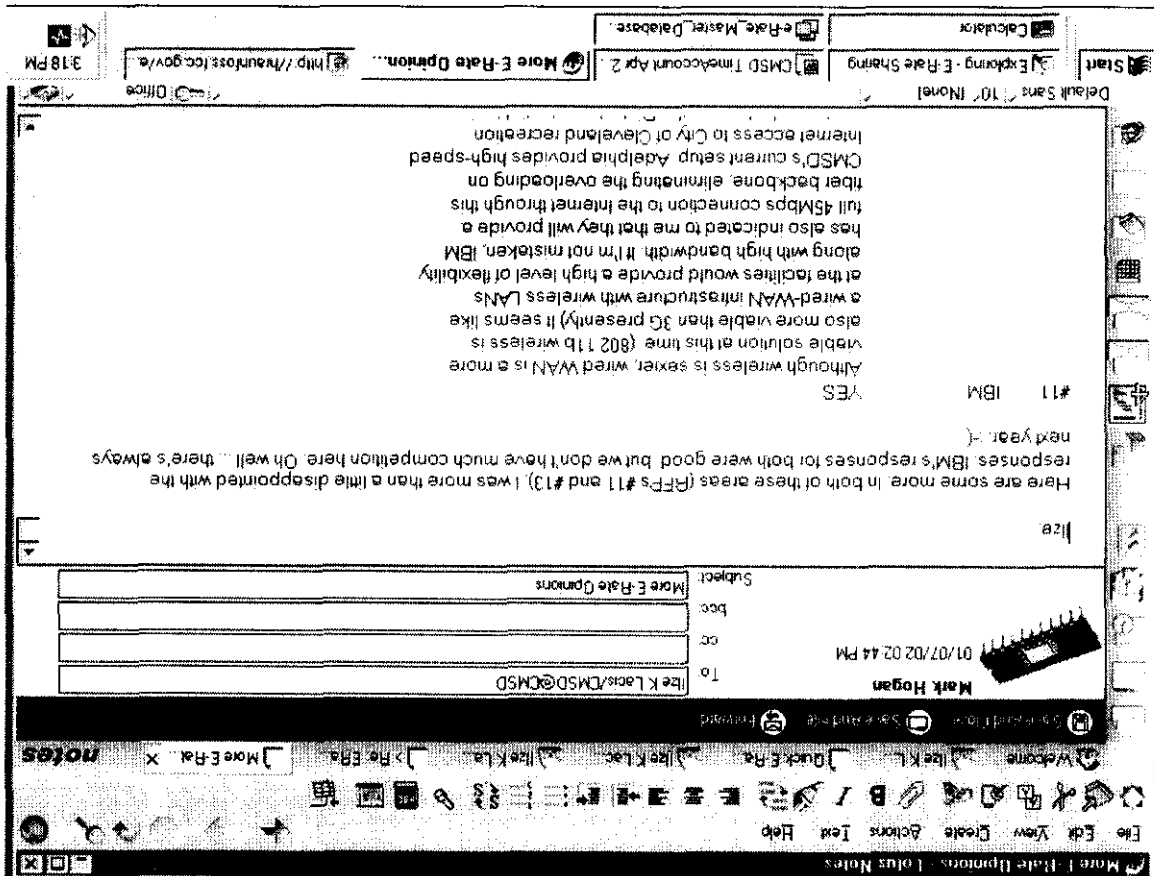
PPS -- Judy -- Q: Why are we working on a Sunday afternoon, when
curling up
by a fire with the Times would be far preferable?.....

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See arrows on page 2

"... cost is approximately 40% higher...
 ... Cost is lower than ...

... response was incomplete and did not contain even a price estimate ...



Mark Hogan
 01/07/02 02:44 PM
 To: lize K Laci@CMSD@CMSD
 CC:
 bcc:
 Subject: More E-Rate Options

lize,
 Here are some more. In both of these areas (RFPs #11 and #13), I was more than a little disappointed with the responses. IBM's responses for both were good, but we don't have much competition here. Oh well ... there's always next year. :-)

#11 IBM
 YES.

Although wireless is sexier, wired WAN is a more viable solution at this time. (802.11b wireless is also more viable than 3G presently) It seems like a wired-WAN infrastructure with wireless LANs

#11 Allied Cable

#13 Ameritech

#13 IBM

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